

OUR ACHEIVEMENTS:

CLIENT - NV CAPITAL LLP

Achievements in execution of Rooftop Solar Plants at following entities:

- a) Weikfield IT Park, Pune,
- b) SP Infocity, Gurgaon,
- c) Green Boulevard, Noida

POSITIVES

Financial Analysis:

Achieved Cost of Project within Target, resulting in improved IRR & Payback for Projects.

Initial Quote received by NV was 6.5 Crores per megawatt. Achieved it at 5.6 Crores per MW for Pune and 5.3 Crore per Megawatt for Noida/Gurgaon. This has achieved an effective saving of 1.2 Cr/MW. For 670 kW we have **saved NV – 80 Lakh.**

Legal:

All legal documentation achieved within stipulated time frame. Delivered good quality documentation with due verification by all parties involved. Hopefully created an overall saving in terms of cost of legal fees and man days (4-6). Estimating cost of Legal fees to be hopefully 8-10 lakhs without base documents and current cost may be 2-3 lakh. Estimating man hours to be worth Rs. 20K/man-day hopefully we **have saved 2 lakh.**

Commercial:

Payments of all parties i.e all Suppliers, Contractors & Consultants were handled for smooth execution of Projects. Hopefully have given a hassle free experience and saved more than 60 man-days in project execution. This we estimate at an average of Rs. 20k/man-day and hopefully we **have saved you 12 lakh.**

Plant Performance:

All the three plants are performing well. Though first 2-3 months is stabilization period for such Solar plants, the generation in first 2-3 months is good.

All three sites Remote monitoring is completed and generation data can be viewed from remote locations. The light performance issues are purely due to O&M finalization which is pending from NV.

A badly executed plant could have had a complete project failure and lose of possibly the cost of plant **Estimated to be 3.6 Crores**

NEGATIVES

There was some feedback given that we had very aggressive follow up strategy and heavy push for EPC payments. We recognize this but humbly ask you to view it in the light of the effort done was purely for timely project execution.

THUS WE FEEL WE HAVE CREATED AN OVERALL SAVINGS FOR NV OF ABOUT 94 LAKHS ON A 3.6 CRORES PROJECT WHICH IS ROUGHLY 26% OF ADDITIONAL COSTING THAT HAS BEEN AVOIDED.

We thank you for your help and cooperation during the progress of the work and in turn request you to excuse us for any inconvenience caused due to aggressive follow ups.

Sincerely,

Arun Chaudhari
General Manager (Operations)
15th May 2017